

How To Discover Which Customers Have Stopped Buying A Certain Product

Desktop

You can use sales-i to discover which products a customer has stopped buying, preventing your sales from slipping and going to a competitor before it's too late.



> YOUR LOOD HERE

03 SELECT PRODUCT BUBBLE

Select the Product bubble from the Product Analysis section in the left hand window of the screen.



04 CHOOSE PRODUCT

Now you need to select the product you would like to see sales information for.

In this example, select the option to view who has bought and not bought.

Canter Canter Canternar	0 MODECT 4	TOTAL .	24N 1.2019 0	FEB 1. 2010 1	MAR 5, 2009 8	APR 1, 2019 0	HXY 1. 2019 0	JUN 1, 2110 1	ALL 2019	AUG
Carendar Trans Carendar Trans Parcel	Towned a	\$99,559,494.95	\$10,058,488.39	\$9.045.810.00	\$9,724,318.09	\$10,287,725.84	\$10,493,523.39	59.488.212.66	\$10,518,255.51	59.
	BAART DIST	\$3,877,365.30	\$427,784.44	\$377,137.29	\$445,335-87	\$454,168.03	\$434,138.62	\$382,395.19	\$401,995.81	- İ
Test (career Test fair Test	2 BRAKE PAD SET	\$3,378,792.06	\$374,430.13	\$339,271.59	\$367,978.29	\$389,205.05	\$392,567,45	\$335,920.61	\$3399,876,72	
	2 WATER PUMP	\$2,278,979.87	\$251,206.63	1214,137,47	\$227,332.60	\$257,633.36	\$270,301.64	\$228,920.26	1254,317,74	
And the second s	CONTROL AMM	\$1,964,822.10	\$206,076.75	\$178,573.16	\$216,697.57	\$236,650.42	\$205,011.63	\$188,173.76	\$232,007.36	
	SHOCK ABOULD	\$1,777,582.76	\$175,600.73	\$100,400.30	\$175,303.45	\$206,209.77	\$193,622.21	\$198,271.44	\$220,892.62	
- 14415	A LUNCE COMP	\$1,670,042,49	\$190,211.55	\$174,131,32	\$175,646.55	\$182,127,76	\$184,513,48	\$161,999.52	\$200,139,43	
	1 4404704	1.300,0030	\$174,909,40	11111111	4130.313.04	4147.03.44	110,700.77	4130 334 84	410,000	
Tanactor Incoa (da Nuclear	A BACAN MANUT	41 333 535 45	100.000	1115 763 44	111/10/20	41.43.888.00	1100,000,000	11114714	4133 333 54	
Luna Luna	11 Identification	11.191.921.63	8141.562.48	1118,520,20	\$140,251.16	\$135,704,94	1121.524.72	1116.910.02	1131.020.05	
	11 SPARK PLUS	\$1,113,077.12	\$138,093.59	\$108,088,47	\$117,656.89	\$125,379.43	\$124,505.75	\$104,981,19	\$117,716.81	
	12 CLUTCH KIT	\$1,063,570.20	\$108,607.75	\$100,216.12	\$114,309.02	\$111,880.19	\$118,644,26	\$112,048.37	\$121,089.06	
Product Data Manufasuran Product Datas	13 ENGINE OIL	\$1,008,009,36	\$111,184,82	\$115,800.60	\$109,640.51	\$111,300.08	\$123,950.83	\$108,079,24	\$106,732.10	
	14 OR PLITER KIT	\$1,533,719.89	\$114,126.11	\$107,122.39	\$110,082.39	\$118,764.01	\$123,088.30	\$104,101,24	\$111,754.58	
Polatible Polatible	15 WINDOW REGULATOR	\$940,556.48	\$93,034.18	\$80,961.78	\$55,321.87	\$14,522.03	\$125,148.35	\$94,321.34	\$106,785,48	
SECOND DIMENSION	11 FUEL POMP ASSEMBLY	\$192,384.72								× 1
F10768-101	Repuire 3462									

05 SELECT BUBBLE

Now you have selected your chosen product, it's time to see which customers have and haven't been buying it.

To do so, click Name bubble from the Customer Analysis field in the left-hand. window of the screen.

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iunter ·		1 BRAKE DISC	\$3,877,565.30	\$427,794.44	\$377,137.29	\$445,335,87	\$454,169.03	\$434,138.42	\$382,395.19	\$401,999.61	-
0		2 BRAKE PAD SET	\$3,378,792.08	\$374,430.10	\$339,271.59	\$367,878.29	\$309,205-05	\$392,567,45	\$335,920-81	\$339,870.72	1
	les faiter	3 WATER POMP	\$2,278,979.87	\$251,226.63	1214,137.47	\$227,332.60	1257,633.36	\$270,301.64	\$228,820.26	1254,317.34	
· SALES TEAM		4 CONTROL ARM	\$1,964,622.10	\$206,076.75	\$178,573.16	\$216,897.57	\$235,650.42	\$205,011.63	\$100,173.76	\$232,007.36	
		3 SHOCK ABSORBER	\$1,777,592.78	\$173,603.73	\$100,400.30	\$176,303,45	\$206,289.77	\$193,622,21	\$190,271,44	\$220,092.42	
Band 1	alas Tarastr	1 BUMPER COVER	\$1,878,812.49	\$190,211.00	\$174,131,32	\$176,646.33	\$102,127.76	\$104,313,40	\$101,999.52	\$200,139.43	
		7 HEADLISHT ASSEMBLY	\$1,306,305.65	\$173,905.40	\$128,246.22	\$152,068.99	\$147,052.83	\$149,768.79	\$121,003.48	\$157,580.88	
		2 RADIATOR	\$1,285,417.36	\$130,432.73	\$124,132.90	\$138,712.04	\$147,112.66	1124,452.34	\$131,326.94	\$153,219.43	
0	0 0	D ENGINE MOUNT	\$1,222,519.65	\$148,120.66	\$125,752,44	\$134,150.74	\$142,000.00	\$129,729.62	\$119,687.16	\$133,222.59	
0w	lay-of-these Day of-these in March	10 IONITION COIL	\$1,191,921.65	\$141,583.48	\$119,520.20	\$140,251.16	\$138,794,94	\$133,524,73	\$116,918,82	\$131,020.85	
0	0 0	11 SPARCPLUG	\$1,113,077.12	\$138,093.59	\$106,068.47	\$117,656.89	\$125,379.43	\$124,505.78	\$104,851.19	\$117,716.61	
Capitrician		13 CLUTCH KIT	£1,063,570.20	\$109,607.75	\$100,216.12	\$114,308.02	\$111,000.10	\$118,664.26	\$112,648.37	\$121,089.94	
Transies Types	Hallony Heats of Standa	13 ENGINE OIL	\$1,828,259.36	\$111,184.82	\$115,030.60	\$109,640.51	\$111,202.00	\$121,953.03	\$108,879,24	\$106,722.10	
0	6 6	12 OLL PICTER KIT	\$1,130,719,85	\$114,176,11	\$107,122.35	\$110,062,39	\$118,764.01	\$123,088.30	\$104,101,24	\$111,754.58	
The of the of	12 Neet of March Name +	15 WINDOW RECOLATOR	\$\$40,556,28	\$\$5,022.18	\$82,941,78	415,331,87	\$54,523.83	\$105,128,38	\$94,321,34	\$108,785.48	
5800	ND DIMENSION	Frenchis 2002	\$192,104,72	-							
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06 GAPS

You will now see a list of customers who have bought or not bought that product.

Some of them may show a red 0. This indicates a gap in spend for that month.

Click on a column header to sort sales for that month into ascending or descending order.

Note: You can click on the Total column header to bring the customers who have never bought this product to the top of the list.

